



## Specification

**Amended:** 02/25/2005

**Title:** Market share forecasting for businesses selling products or services to other businesses (non-consumer markets)

**Inventor:** Robert Allen Sevio

### References Cited:

#### U.S. Patent Documents

5,461,699	October 24, 1995	Arbabi, et al.	706/21; 706/25; 706/925
6,009,407	December 28, 1999	Garg	705/10; 705/7; 705/14; 705/28
6,249,768	June 19, 2001	Tulskie, Jr., et al.	705/7; 700/266
6,415,267	July 2, 2002	Hagen	705/35; 705/36
6,606,615	August 12, 2003	Jennings, et al.	706/45

#### Other References

BusinessWare UK Ltd, "BusinessMap", From: <http://www.businessware.co.uk>, 2004

Business Forecast Systems, "Forecast Pro", From: <http://www.forecastpro.com/>, 2004

Market Modelling Limited, "Matrix", From: <http://www.market-modelling.co.uk/>, 2004

The Marketing Process Company, "EXMAR", From:  
<http://www.themarketingprocessco.com/index.htm>, 2004

**Attorney, Agent or Firm:** Self-represented

#### Background:

Increasing competition, shorter product life cycles, and frequent business failures underscore that businesses must do a better job of forecasting market share. This method is intended to address this problem, in business-to-business markets.

This method for providing market share predictions and pricing guidance has been developed by analyzing the performance of companies in business-to-business markets (non-consumer markets). It has also been developed by modeling thousands of hypothetical business-to-business markets. It has been matured over a period of several years by Robert Allen Sevio, whose experience is briefly discussed below.

The inventor of this method, Robert Allen Sevio, currently assists companies by:

Ranking Market Opportunities, Forecasting Market Share, Developing Marketing Plans

For most of the past 17 years, Robert Allen Sevio has consulted for companies to help them identify and address market opportunities. Some current and past clients include: a provider of network integration services, a provider of safety certification services, a provider of mainframe management software, and a provider of industrial power, heating, and air conditioning systems.

Robert Allen Sevio's other professional experience includes:

Manager of Marketing Research and Business Planning for Nortel (formerly Northern Telecom)

Director of Marketing Services for ITT's Business and Consumer Communications Division

Robert Allen Sevio is a graduate of the Rochester Institute of Technology, School of Business, 1966.

Brief Summary of Robert Allen Sevio's Invention;

A computer-implemented method by which a business, selling a product/service to a business (non-consumer) market, can, forecast market share for itself and its competitors, and also forecast a pricing ratio, versus its leading competitor, needed to achieve its market share.